

News About Placer County Businesses

These news briefs are prepared by the Placer County
Office of Economic Development.

Monthly Economic Development *In Progress*Email Newsletter Archive 2004

- January
- February
- March
- April
- May
- No June edition
- <u>July</u>
- August
- September
- No October edition
- November
- December



In Progress Online January 2004

In This Issue

- Auburn Auto Dealer Plans Expansion, Retail Center
- NEC's Roseville Plant Receives EPA Award
- Sierra College Responds to Nursing Shortage
- Auburn Fitness Club to Expand
- Vineyard Becomes Lincoln's First Bonded Winery
- North Lake Tahoe Launches New Online Booking Agent
- World Trade Center Develops International Business
- Welcome Center Rolls Out Red Carpet for Visitors, Residents
- Sierra College Garden Honors Japanese-Americans
- Newcastle Produce Now Taking Online Orders
- ORACLE Corporation Hosts Site for March 4th Job Fair
- What's in Your E-Mail Newsletter?

Auburn Auto Dealer Plans Expansion, Retail Center

Auto dealer Bernie Magnussen is expanding his Auburn Toyota and Auburn Dodge Chrylser Jeep dealerships and branching into shopping center development at the same time. Magnussen's plans call for a \$2.2 million remodel to Auburn Dodge that will enlarge the existing 20,000 square foot building to 30,000 square feet, doubling the size of the service department and creating a new showroom. At Auburn Toyota, 30,000 square feet will be added to the existing 50,000 square-foot building. Magnussen is also seeking country approval for a 79,000-square-foot neighborhood shopping center on 10 acres on Highway 49. He hopes to complete the \$13 million center project within two years. Magnussen, who runs operations from his Menlo Park headquarters, owns five dealerships -- including the two in Auburn -- and five independent body shops, employing 700 people in all. For more, visit the Sacramento Business Journal.

NEC's Roseville Plant Receives EPA Award

For the second year in a row, the U.S. Environmental Protection Agency (EPA) has recognized NEC Electronics America Inc.'s Roseville semiconductor manufacturing plant as a "Waste Wise Partner of the Year." The company was one of only 13 organizations and the only semiconductor manufacturer to receive this year's award. Between 2001 and 2002 NEC lowered its landfill tonnage by 65% -- from 200 tons to 121 tons of waste -- or a savings of 79 tons that would have gone into landfills. In 2002 alone, employees at the plant reused 42,420 pounds of equipment and furniture and recycled nearly 300 tons of materials, including paper, plastics, woods and metals. The company, which employs 700 people, also cuts waste by buying supplies made from recycled materials. For more, visit NEC.

Go to top

Sierra College Responds to Nursing Shortage

Starting this month, aspiring nurses will have access to the first online associate degree nursing program in California. Sponsored by Sierra Community College, based in Rocklin, Barton Memorial Hospital and Lake Tahoe Community College, the two-year program will allow Tahoe students to complete five hours a week of classroom study online and 15 hours a week of clinical work at Lake Tahoe or in the Rocklin-Roseville area, said Maggie White, Sierra College associate dean of nursing. The program was established to curb rising nurse shortages that hit rural areas particularly hard, said White. The online associate degree program costs about \$2,500 including books, White said, not including travel and overnight stays for clinical work. Ten students are enrolled in the pilot program. For more, visit the Tahoe World or Sierra College.

Go to top

Auburn Fitness Club to Expand

Auburn Racquet & Fitness Club has started a \$5 million expansion that will almost triple

the size of the club. Owner Jack Drimmer said the club is expanding onto adjacent property purchased four years ago. Currently, the club is 22,000 square feet on 4.25 acres. After renovations, expected to take a year, Auburn Racquet will be 69,000 square feet on 6.5 acres. New facilities will include adult men's and women's locker rooms, a regulation basketball gym (for basketball and volleyball), two indoor tennis courts, a day spa (hair salon, manicure and pedicure stations, four treatment rooms for massages and other spa treatments), climbing wall, banquet room, health restaurant, exercise gym for kids, pilates center, exercise system for seniors, member lounge, new racquetball lounge, pro shop, and a new babysitting center. For more, visit Auburn Fitness & Racquet Club.

Go to top

Vineyard Becomes Lincoln's First Bonded Winery

In August 2003, Rancho Roble Vineyards, located in the rolling hills near Lincoln, became that area's first bonded winery. Founded in 1999 by Mark and Therese Adams, the vineyard was first planted with Syrah Noir grapes, and, in 2000, with Barbera. Therese's friendships with growers in Napa Valley, where she was raised, allow the Adamses to procure award-winning Napa Valley wines for their clientele. The couple was attracted to the land near Lincoln because of its suitability for wine grapes and the Italian Barbera, introduced to Placer County during the Gold Rush, is particularly well-suited to the soils and oak savannah micro-climate of that area. Rancho Roble is currently offering a 1999 Napa Valley Cabernet Sauvignon and a 2000 Napa Valley Chardonnay. For more, visit Rancho Roble Vineyards or contact Mark Adams.

Go to top

North Lake Tahoe Launches New Online Booking Agent

Travelers booking rooms in North Lake Tahoe will have more of a selection this winter. The North Lake Tahoe Resort Association recently launched the Inntopia booking engine on its vacation-planning site. The engine expands the lodging inventory to include all individual rooms, condominiums, and homes, a feature not previously available to those seeking to book rooms online. Automatic updating of rates and availability provides travelers with the most current information. Potential visitors can also purchase lift tickets, packages and recreational tickets through the site. For more, visit the North Lake Tahoe Resort Association Media Center.

World Trade Center Develops International Business

The Northern California World Trade Center (NCWTC), located in Sacramento, serves as the region's premier international business development resource. Licensed by the World Trade Center Association in New York City, the NCWTC is affiliated with an international network of over 750,000 World Trade Center members and 350 centers around the world. NCWTC has become a powerful tool with its incomparable resources and services designed for the business community. The center's work of centralizing trade and business activities brings influential business people from around the world together in one location. For more information, visit the Northern California World Trade Center.

\sim	\sim	+0	to	_
U	U	ω	ω	μ

Welcome Center Rolls Out Red Carpet for Visitors, Residents

The California Welcome Center - Auburn, just off I-80 at the Foresthill exit in Auburn, is chockablock with maps, brochures and information on Placer County recreation, events, shopping and vacation planning. Open seven days a week, the center offers help to both visitors and locals -- someone looking to relocate to the county, for instance, or a resident seeking a good place to snowshoe. Welcome Center employees and volunteers will do anything for visitors from handing out a brochure to searching online for information, said center executive director Cynthia Haynes. "If we don't have the information you need, we'll get it for you," Haynes said. For more, visit Foothills Magazine or the California Welcome Center - Auburn.

Go to top

Sierra College Garden Honors Japanese-Americans

As part of its "Standing Guard" project, Sierra College in Rocklin is adding a section of landscaping incorporating many elements of a traditional Japanese garden. The new garden, being built and planted on the site of the graduation ceremony, celebrates the

positive impact of Japanese-American citizens in Placer County. Designed by Hiroshi "Hiro" Matsuda, the garden includes several symbolic elements, such as a Japanese-style gateway, a wooden structure built in the Japanese tradition with no visible nails. Also planned is a stream flowing into a waterfall and three Japanese-style metal lanterns. Matsuda hopes to plant a 40- to 50-year-old garden version of a 10- to 12-foot tall black pine, which symbolizes longevity. A landscape designer and teacher, Matsuda is the owner of Matsuda Landscape and Nursery, in Newcastle. The nursery specializes in bonsai plants. For more, visit the Placer Herald or visit Matsuda Landscape and Nursery.

Go	to	to	n
<u> </u>	••	U U	\simeq

Newcastle Produce Now Taking Online Orders

Newcastle Produce, a grocery and deli specializing in fresh Placer County-grown fruits and vegetables, now takes online orders for its gourmet gift baskets and variously flavored almonds. Among the offerings are the PlacerGROWN Delight, the Chocoholic, the Just Say Cheese, and the Mandarin Lover baskets. Custom gift baskets are also available. The store's Web site includes a newsletter, calendar of events, recipes, specials and notices of cooking classes. The business is owned and run by a fourth-generation Placer County farming family. Newcastle Produce is located at 9230 Cypress Street in downtown Newcastle. For more, visit Newcastle Produce.

G_{0}	to	to	p

ORACLE Corporation Hosts Site for March 4th Job Fair

Interested job seekers are invited to attend a Job Fair on March 4th, from 10:00 a.m. to 3:00 p.m. at ORACLE Corporation, 1001 Sunset Blvd., Rocklin. Admittance is free to job seekers. Employers seeking employees are being asked to contact the Rocklin Chamber of Commerce at (916) 624-2548 or visit the Rocklin Chamber. Registration fee for employers is \$100 and includes a 6-foot table, two chairs and two lunches.

Go to top

What's in Your E-Mail Newsletter?

In Progress Online (IPOL), our monthly economic development e-mail newsletter covers the latest news on Placer County business and industry. It reports on new projects in our cities and towns and keeps readers up to date on the state of the region's economy. IPOL posts news of state and local training, incentives, as well as loan programs that benefit business. It even provides links to more information on each item and news about your business is always welcome. Please send items, questions, comments or suggestions to the Office of Economic Development (OED) or visit the OED Web site. For past In Progress Online newsletters, go to Placer County Biz News.

Go to top

Copyright © 2003, Placer County. All rights reserved. Published monthly by <u>County of Placer</u>, <u>Office of Economic Development</u>, Address: 175 Fulweiler Ave., Auburn, CA 95603. Phone (530) 889-4016. http://www.placer.ca.gov/business/ Email: <a href="mailto:mailt

To subscribe send any message to join-in-progress@news.placer.ca.gov



In Progress Online March 2004

In This Issue

- Auburn Auto Dealerships Upgrade Facilities
- LAMCO Rebuilding Precision Grinding Niche
- International Display Works Secures \$5M
- Foothills Wineries Seeing Resurgence
- Colfax B&B "A Home Away From Home"
- Firm Brings WiFi to Sierra Resort
- Area Tech Firms Show Upswing
- Strawberry Festival Wins International Award
- Area Engraver's Silverwork Shown in Big-budget Movie
- Denio's Farmers Market Oldest & Largest in Region
- PG&E Program Encourages Energy-Efficiency
- What's in Your E-Mail Newsletter?

Auburn Auto Dealerships Upgrade Facilities

Five Auburn car dealerships are undergoing facelifts and updates. Magnussen's Auburn Dodge is awaiting approval from Placer County to start a \$2.5 million overhaul that, said vice president and general manager Larry Carmean, will change everything about the building but the framework. Auburn Honda is building a brand new state-of-the-art facility not far from its present location on Highway 49. Magnussen Toyota is adding 700 square feet to its showroom to house the new, Scion line of vehicles. On three recently purchased acres, Magnussen is developing a 35,000-square-foot body shop. Crossroads Auburn Auto Center is just finishing an extensive remodeling project, including newly asphalted lots, and Gold Rush Suburu is putting the finishing touches on its own remodeling, inside and outside the dealership. All the dealers are members of Auburn New Car Dealers Association, a group that sponsors major community events. For more, visit Placer Info.Com or Gold Country Media Online.

LAMCO Rebuilding Precision Grinding Niche

Noah Lambert moved his precision grinding business, Lambert Manufacturing, from the Bay Area to Roseville in 2000, following his best customer, Performance Polymer Technologies (PPT). His father had started the business in 1967, and by the time it was relocated, it was well known and respected in the Bay Area. Now, with 37 years of experience, Noah is working to rebuild the company, now known as LAMCO, in the new location. In a 1,200-square-foot Roseville facility, LAMCO does precision grinding work for semi-conductor, automotive and aerospace industries. For Lockheed, LAMCO has done work on parts for satellites and space shuttles. PPT, LAMCO's main customer, makes custom rubber components for the wine and food industries. For more information, call Noah Lambert at (916) 782-7754 or E-mail.

Go to top

International Display Works Secures \$5M

Executives at International Display Works Inc., (IDW) the Rocklin-based manufacturer that builds computer displays have secured \$5 million in capital through a private placement with institutional investors. IDW will use the new cash "to continue to fund the company's expanding base of business, working capital and capital equipment investment," noted a company press release. IDW's products include liquid crystal displays (LCD) and electronics that support them, for products ranging from mobile phones to medical equipment. For more, visit the <u>Sacramento Business Journal</u> or <u>International Display Works</u>, Inc..

Go to top

Foothills Wineries Seeing Resurgence

The Foothills' wine industry is resurging as grape growers, commercial vintners and home-based bottlers revitalize this sector of the region's agricultural legacy. In 2000, Placer

County had just 24.5 acres planted in grapes; in 2001, that number grew to 40 acres, with 60 tons of grapes harvested. Now, with the following growers in operation, those numbers are certain to soar: Mt. Vernon Winery west of Auburn, the Green family Winery in north Auburn, the Hyatt-Baumbach operation in south Auburn and the Secret Ravine Winery in Loomis. Also, Jim Fossi, President of Placer County Wine & Grape Association, grows grapes on acreage south of the American River. For more, visit the <u>Placer County Wine & Grape Association</u>. Membership applications available at <u>PCWGA</u>. Also visit <u>Foothills Magazine</u>.

Go to top

Colfax B&B "A Home Away From Home"

Just 15 minutes from downtown Auburn is the Rose Mountain Manor, a cozy, secluded bed and breakfast inn in historic Colfax. Located on five wooded acres, the beautifully renovated Victorian home offers three large guest rooms, a quaint Victorian tea room, a scenic English garden and a vintage wedding gazebo. Themed guest rooms -- decorated with a mix of antique and modern furnishings -- overlook the garden and pine trees. Rooms range in price from \$110 to \$140 per night, with a two-night minimum on weekends and holidays. Seasonal mid-week discounts are available. The stay includes early morning tea delivered to each room and a full home-cooked breakfast. For more, visit Foothills Magazine.

Go to top

Firm Brings WiFi to Sierra Resort

Exwire, a wireless Internet service provider catering to underserved markets, has installed the first wireless network of its kind at a U.S. ski resort, at Squaw Valley USA. This new network will enable visitors to access the Internet from wireless (WiFi-enabled) laptops, PDAs and cell phones -- from the top to the bottom of the resort. Exwire network users can message, surf and check email, as well as look up the latest weather forecast, grooming reports, area activities and more from their PDA or laptop within any area Hotspot. For more, visit the Auburn Journal or Squaw Valley USA or Exwire.

Go to top

Area Tech Firms Show Upswing

A surge in venture capital and an uptick in sales helped propel an index of area technology companies up more than five points in the third quarter 2003. The Sacramento Area Regional Technology Alliance (SARTA) developed an index of 44 companies to help measure the health of the technology sector in the eight-county region. The index climbed from its base of 100 to 105.23. It showed improvement in all areas -- market capitalization of public companies and revenue, as well as employment and equity funding of private companies -- but the biggest gain was in private equity funding. According to the index, year-to-date equity funding jumped 144% between the second and third quarters, from \$20.85 million to \$50.85 million. For more, visit the Sacramento Bee or the Sacramento Metro Chamber SARTA story or the Sacramento Area Regional Technology Alliance.

Go to top

Strawberry Festival Wins International Award

For the first time in its 13-year history, Placer County's Strawberry Festival has won a Silver Award in the International Festival & Events Association's 2003 Pinnacle Awards. The IFEA competition drew nearly 1,400 last year from among the world's top festivals and events. Winners were announced in November at the 48th IFEA Convention and Expo in Anaheim. The Strawberry Festival began as a street fair in Old Town Roseville. It outgrew the streets and was moved to Placer County Fairgrounds, in Roseville, in 2001. Marking its third year as a two-day event, the festival will be held at the fairgrounds on April 17 & 18. For more, visit the Granite Bay edition of the Press-Tribune or Roseville's Strawberry Festival.

Go to top

Area Engraver's Silverwork Shown in Big-budget Movie

Engraver-silversmith Linda Doyle Dearmore was commissioned a few months ago to engrave two identical, silver-ornamented 19th-century-style saddles for "The Missing," a big-budget western directed by Ron Howard and starring Tommy Lee Jones and Cate

Blanchett. Dearmore got the job through a friend who owns the Silver & Saddles shop in Sante Fe, New Mexico. Given a photo of an old saddle displayed at the Smithsonian, Dearmore used her encyclopedic knowledge of old silver engraving styles to come up with a series of shiny embellishments that would produce the right look for the movie. Over the years, the engraver has made buckles for presidents and singers. Dearmore also applies her skills to making 1800s-era trade silver pieces and ornate powder flasks. She lives on an 18-acre ranch in Newcastle with her husband, Cliff. For more, visit the Auburn Journal.

Go to top

Denio's Farmers Market Oldest & Largest in Region

Started in 1947, Denio's Roseville Farmers Market & Auction is Northern California's oldest and largest outdoor bargain center. The 80-acre complex features many covered and open spaces filled with new merchandise for the home and family, hundreds of flea market tables, a huge produce market and acres of paved parking. In the produce market, Denio's displays products from local growers picked fresh and rushed to the market every weekend. New merchandise vendors at Denio's offer furniture, rugs, auto parts, tools, clothing, jewelry, luggage, garden supplies, pottery, houseplants and more. Still operated by the Denio family, the market is open Fridays, 8 a.m. - 2 p.m., with an open-air bazaar, and Saturdays and Sundays, rain or shine, 7 a.m. - 5 p.m. The market is located at 1551 Vineyard Rd. in Roseville. For more, visit Denio's.

Go to top

PG&E Program Encourages Energy-Efficiency

Savings by Design, a statewide program for commercial, industrial and agricultural customers, encourages energy-efficient building design and construction. Administered by California's four investor-owned utilities, the program offers building owners and their design teams a variety of services including design assistance, owner incentives of up to \$150,000 per project, as well as design team incentives of up to \$50,000 per project. Customers are advised to contact the appropriate utility early in the design process to determine funding availability. The program is run under the auspices of the California Public Utilities Commission. For more, visit PG&E .

What's in Your E-Mail Newsletter?

In Progress Online (IPOL), our monthly economic development e-mail newsletter covers the latest news on Placer County business and industry. It reports on new projects in our cities and towns and keeps readers up to date on the state of the region's economy. IPOL posts news of state and local training, incentives, as well as loan programs that benefit business. It even provides links to more information on each item and news about your business is always welcome. Please send items, questions, comments or suggestions to the Office of Economic Development (OED) or visit the OED Web site. For past In Progress Online newsletters, go to Placer County Biz News.

Go to top

Copyright © 2003, Placer County. All rights reserved. Published monthly by <u>County of Placer</u>, <u>Office of Economic Development</u>, Address: 175 Fulweiler Ave., Auburn, CA 95603. Phone (530) 889-4016. http://www.placer.ca.gov/business/ Email: <a href="mailto:mailt

To subscribe send any message to join-in-progress@news.placer.ca.gov



In Progress Online March 2004

In This Issue

- County's 2004 Economic, Demographic Profile Available Online
- PRIDE Industries Continues Nationwide Expansion
- Rocklin Chamber Names Five Star Bank 2003 Business of the Year
- Lincoln's Feats of Clay Grand Opening April 24th
- Auburn Marketplace Opens April 7th
- Need Economics Info? Ask Sacramento Regional Research Institute
- Study Details North Tahoe Visitors' Economic Impacts
- Penryn Farm Business Certified Organic
- Biannual Foothills Magazine Covers County's Businesses, Recreation
- Roseville's Tower Theater Open After Renovation
- Marketing Assistance Available for Recycled Products
- What's in Your E-Mail Newsletter?

County's 2004 Economic, Demographic Profile Available Online

Detailed economic and demographic information on all parts of Placer County -- the Valley, the Foothills and the Sierra -- is now posted on the county's Web site as a convenience for business owners or those considering relocating to the area. Profile is available in Web, Word or PDF file. The profile includes county demographics and information on education, real estate, transportation, quality of life, business vitality, labor force, resources and utilities. To view the profile, go to the 2004 Economic and Demographic Profile. Another source of help for businesses is the county's Office of Economic Development, which assists with site location, commercial permit assistance, commercial fee estimates and announcements of business expansions and relocations. For more information, contact Bobbi Park or visit the Office of Economic Development.

PRIDE Industries Continues Nationwide Expansion

PRIDE Industries, one of the nation's largest employers of people with disabilities, continues its nationwide growth with several new government services contracts on the East Coast. The company, based in Roseville, now has more than 200 employees working on five U.S. military bases in Maryland, Virginia and Washington D.C. To its commercial and government customers, PRIDE provides a full range of services, from general custodial to administrative. A self-sufficient business with nearly \$100 million in annual revenue, the company employs more than 4,000 people in 10 states, including more than 2,500 people with disabilities. Founded in 1966, PRIDE is the region's third-largest manufacturing and service company. For more, visit PRIDE.

Go to top

At its annual Installation Gala in January, the Rocklin Chamber of Commerce recognized Five Star Bank as its 2003 Business of the Year. The bank was started in 1999 by a group of Sacramento-area business people, led by Marvin "Buzz" Oates, who wanted to provide local community banking with an emphasis on business. Five Star Bank received the honor based on the chamber's criteria of sound financial and business practices, and the bank's benefit to its customers, employees, and the community. "Five Star Bank's location in Rocklin," a chamber press release notes, "places it in the vibrant, fast-growing South Placer County area, a part of the Sacramento region that is forecast to be the fastest-growing area in the U.S. between now and 2020." For more visit the Rocklin Chamber of Commerce.

Go to top

Lincoln's Feats of Clay Grand Opening April 24th

Feats of Clay XVII, a national juried ceramics exhibition, will be held at Lincoln's historic Gladding McBean terra cotta factory April 28 through May 23. The contemporary ceramic art show, which attracts entrants from around the country, is considered one the nation's most prestigious. This year's Feats is being judged by well-respected Montana

ceramist Richard Notkin, who must limit his choices to only 70 of the 1000 or so entries. Feats of Clay tours run Wed. - Sun., 9 a.m. - 12 noon; reservations are required; tickets are \$7 donation each. A preview show, Feats of Clay XVII Grand Opening Benefit, will be held April 24, 7 - 9 p.m., at Gladding McBean. The evening includes live music, an awards ceremony; an elegant catered hors d'oeuvre buffet, premium wines and locally brewed beers. Admission is by reservation only; tickets are \$40 per person, \$50 per person starting April 1. CLAYFEST, a free outdoor family festival, will be held May 15 in downtown Lincoln, 10 a.m. - 4 p.m. Festivities include vendors' and artists' booths, children's hands-on activities, demonstrations, refreshments and live music. For more about Feats of Clay, visit the Lincoln Arts and Culture Foundation or the Lincoln News Messenger.

Go to top

Auburn Marketplace Opens April 7th

April 7 marks the Grand Opening of Auburn Marketplace, to be held 5 to 9 p.m. on the streets of Downtown Auburn every Wednesday evening. The event is an economic development/retail business program coordinated by the Auburn Chamber of Commerce, City of Auburn and Downtown Business Association. Specialty food vendors, artisans selling high-quality arts and crafts, live music, family entertainment, and a farmers market -- all of that and more will enliven the city's new venue each week. Downtown stores and restaurants will also be open during the Marketplace. Grand Opening festivities will include an appearance by the Easter Bunny, performances by a former Las Vegas (and now Auburn) magician, a scavenger hunt and gourmet cuisine. For more information, visit Auburn Marketplace or contact Marketplace manager Dee Rein.

Go to top

Need Economics Info? Ask Sacramento Regional Research Institute

Its mission is to acquire, analyze, and distribute economic information to provide a greater understanding of regional and statewide economies. Its name is the Sacramento Regional Research Institute (SRRI), a joint venture of the Sacramento Area Commerce and Trade Organization and California State University Sacramento. SRRI provides a full range of economic and demographic research services to government entities, businesses and non-profit organizations. The institute produces economic and demographic profiles

on the Greater Sacramento Area as well as on specific counties, cities and communities. SRRI analyzes the economic impacts of specific industries. It provides individual owners with complete pictures of their companies' economic impacts. SRRI produces market and feasibility studies on various projects, developments and sites. And SRRI produces the Economy Watch, a monthly publication that examines the Region's various economic factors. For more, visit the Sacramento Regional Research Institute.

Go to top

Study Details North Tahoe Visitors' Economic Impacts

The economic significance of travel to the North Lake Tahoe area is detailed in a comprehensive study published by the North Lake Tahoe Resort Association (NLTRA). Approved and commissioned last spring by the NLTRA and the Placer County Board of Supervisors, the study prepared by Dean Runyan Associates of Portland, Oregon, took about five months to complete. Estimates of travel spending and economic impacts were taken from travel-generated receipts from 1997 through 2002. The report shows that visitors spent \$355 million in the Placer County part of North Lake Tahoe in 2002, an increase of 3% per year since 1997. Of that, \$128 million was spent on recreation, \$79 million on retail purchases, \$75 million on dining in restaurants and pubs, and \$74 million on accommodations. Visitor spending generated more than 6,900 jobs (71% of the area's total) and comprised about two-thirds of the area's total earnings. For a copy of the study, visit the NLTRA Library. Visit the North Lake Tahoe Resort Association to plan your next getaway.

Go to top

Penryn Farm Business Certified Organic

With the help of the Sacramento Natural Foods Co-op (SNFC), the Natural Trading Company in Penryn, a four-acre organic farm owned and operated by Bryan and Caren Kaminsky, was recently certified by the California Certified Organic Farmers, a private agency accredited by the federal government. The certification means that Natural Trading Company's produce is guaranteed to be pure, natural food grown without the use of chemicals or pesticides. To the SNFC, the Kaminskys supply wheat grass (to be pressed into juice) and sunflower and buckwheat sprouts. The couple also supplies produce to natural foods stores, farmers' markets and juice bars. The Natural Trading Company also belongs to an 80-member Community Supported Agriculture program that

provides food directly from the farm to customers. For more, visit <u>Placerinfo.com</u> or the Natural Trading Company.

Go to top

Biannual Foothills Magazine Covers County's Businesses, Recreation

In October 2003, the first Fall/Winter edition of Foothills Magazine came off the press. Formerly a yearly publication, the glossy-covered guide, now published twice a year, includes sections on communities and their leaders, history, dining, lodging, festivals, recreation and businesses. The Fall/Winter edition sported a color cover, a landscape shot by Placer County photographer Keith Sutter and featured stories on the county's great variety of winter recreation spots. The Spring/Summer edition of Foothills Magazine is scheduled to come out in May. For more, visit the Auburn Journal.

Go to top

Roseville's Tower Theater Open After Renovation

Revamped and revitalized, the old Tower Theater in Roseville is back in the spotlight as the new home of Magic Circle Repertory Theatre Company. After undergoing a million-dollar renovation, the state-of-the-art, theater-in-the-round facility celebrated its grand opening in September 2003. Originally a movie theater, the Tower was redesigned and reconstructed for stage plays. New elements were added -- dressing rooms, a restroom, and prop area -- but the building's historical character was retained. The theater now seats 272 people. Showing next at the Tower Theater, March 26 - April 24, is "Ain't Misbehavin," the Fats Waller Musical Show. For more, visit the Roseville Press Tribune or the Magic Circle Repertory Company.

Go to top

Marketing Assistance Available for Recycled Products

The Placer County Recycling Market Development Zone (RMDZ) provides marketing

assistance to manufacturers of recycled-content products (RCPs) through an on-line catalog. Recyclestore.com is a free marketing venue that allows wholesale buyers, as well as individual consumers, to purchase recycled products. The Web site is hosted by the California Integrated Waste Management Board (CIWMB) in an effort to help promote the sale and use of RCPs. Shoppers will find Recyclestore.com to be an interesting site featuring quality products at competitive prices. The Placer County RMDZ program is a partnership of local government and the CIWMB. Created to provide incentives to manufacturers that use secondary materials from the waste stream, the program offers a variety of services including low interest loans. For more information, visit the RecycleStore.com catalog or the RMDZ program.

C	\sim	to	to	n
U	U	$\iota \upsilon$	ω	μ

What's in Your E-Mail Newsletter?

In Progress Online (IPOL), our monthly economic development e-mail newsletter covers the latest news on Placer County business and industry. It reports on new projects in our cities and towns and keeps readers up to date on the state of the region's economy. IPOL posts news of state and local training, incentives, as well as loan programs that benefit business. It even provides links to more information on each item and news about your business is always welcome. Please send items, questions, comments or suggestions to the Office of Economic Development (OED) or visit the OED Web site. For past In Progress Online newsletters, go to Placer County Biz News.

Go to top

Copyright © 2003, Placer County. All rights reserved. Published monthly by <u>County of Placer</u>, <u>Office of Economic Development</u>, Address: 175 Fulweiler Ave., Auburn, CA 95603. Phone (530) 889-4016. http://www.placer.ca.gov/business/ Email: <a href="mailto:mailt

To subscribe send any message to join-in-progress@news.placer.ca.gov



In Progress Online April 2004

In This Issue

- Placer County Job Fair 2004
- Kaiser Plans \$37-Million Medical Office in Lincoln
- Patents in Commerce Inventors' Program Now Online
- Foothill.Net Now Provides High-speed Wireless Access
- Fresh Produce Samples Available Soon at Visitor's Center
- International DisplayWorks Announces 1st Quarter Revenue
- Colfax Theatre Turns 65 with New Teenage Co-Owner
- California Welcome Center Auburn's Web Site To Post Tourism Info
- Northstar Focuses on Family Activities
- Placer County Videos Available Online
- Business Matters for Roseville
- What's in Your E-Mail Newsletter?

Placer County Job Fair 2004

A job fair will be held on Thursday, May 20, 2004 at the Placer County Fairgrounds, 800 All America City Blvd., in Roseville from 10:00 a.m. to 3:00 p.m. Over 100 employers are expected to attend and admission is free for job seekers. For more, visit the Job Fair. The job fair is being sponsored by the Business Advantage Network (BAN), the Placer County Office of Economic Development and the Sacramento Bee - helping you find the best job ever! Call to sign up for pre-job workshops offered at the following two One-Stop Career Centers: 1880 Sierra Gardens Drive, Roseville - call (916) 774-4074 or 11548 E Avenue, Auburn - call (530) 823-4631. Workshop topics will include writing your resume, surviving the interview, successful job fair networking and creating a personal commercial. For information, contact Cindy Burris at (530) 889-4090 or Cindy's Email.

Kaiser Plans \$37-Million Medical Office in Lincoln

The region's largest HMO expects to build a \$37 million medical office building in Lincoln by 2007. In February, Kaiser confirmed that its board has approved the funding but said the land purchase is pending. The planned 75,000-square-foot medical office building in Lincoln would house 32 doctors and offer laboratory services, adult medicine, obstetrics/gynecology, ophthalmology, optometry, optical sales, pediatrics and radiology. Besides an almost \$500 million investment in massive expansion at its Roseville Medical Center on Eureka Road, Kaiser is building a \$16.6 million cancer center near the Roseville Galleria, and plans to lease additional office space in Roseville for other programs. For more, visit the Sacramento Business Journal.

Go to top

Patents in Commerce Inventors' Program Now Online

Do you have an idea or invention? Do you want to protect, patent and commercialize it? If so, Patents in Commerce (PIC), a private/public partnership, can help. PIC is a complete invention development, patent, and intellectual property system consisting of DVDs, research workbooks, invention and patent books, forms and software. The authors and presenters are a team of highly experienced inventors, marketers, attorneys, prototypers, and government specialists who show inventors and small businesses how to successfully commercialize their inventions. Unlike invention promotion companies, PIC brings with it more than 20 prominent invention and small business experts that present all aspects of the invention process. Participants work through the process at their own pace. PIC partners include the California Integrated Waste Management Board's Recycling Market Development Zone (RMDZ), Sierra College Small Business Development Center (SBDC), U.S. Bank, Wells Fargo and the Placer County Office of Economic Development. For more, visit Patents in Commerce.

Go to top

Foothill.Net Now Provides High-speed Wireless Access

Foothill.Net, a local Internet service provider, is now providing high-speed wireless access to the foothills. Not be confused with satellite, DSL or cable, the new service works antenna to antenna. The antenna system is a series of repeater stations all over the foothills in trees, on rooftops and other cellular towers that broadcast signals to a wireless receiver at customers' locations. Each receiver is pre-programmed with a 128-bit encryption password to provide a fast, secure and reliable always-on-Internet connection without the use of a second telephone line. In the event of technical difficulty, Foothill. Net is the only local provider that provides a backup conventional dial up connection at no additional charge. Foothill.Net provides free Spam filtering. Spam Guardian lets customers change and apply the filters needed, and can even include an exclusive list that allows e-mails only from friends and family. Foothill.Net also offers Web creation and Web hosting. For more, call Foothill.Net at (530) 367-3818 or email Foothill.Net or visit their Web site.

Go	to	to	p
			_

Fresh Produce Samples Available Soon at Visitor's Center

Apples from Machado Orchards, oranges from Ikeda's. Samplings of both -- and many other kinds of fresh produce -- will be available free starting in May to visitors to the California Welcome Center (CWC) Auburn. The offerings are part of a new taste of Placer County venture initiated recently by Machado's. Every morning during the growing season the two Auburn produce businesses will bring in stocks of fresh fruits and vegetables to be given out to tourists. "It's a great idea, and tourists love it," said Cynthia Haynes, the center's executive director. "One taste usually sends them to Machado's or Ikeda's or both to buy their own supplies of whatever's in season." The program is just one part of a much larger CWC program to promote the growing agro-tourism in Placer County, Haynes said. For instance, the Placer County booth at this year's State Fair will include a well-stocked fresh fruit stand. Also, CWC along with several other groups is planning a Placer Farm & Barn Festival to be held October 9-10. A pre-festival promotional dinner will be held May 15 at the Monarch Mine Vineyard. For more, visit the California Welcome Center, Ikeda's or call Machado's Orchards at 530-823-1393. For more about the Placer Farm & Barn Festival and Monarch Mine Vineyard dinner, contact Joanne Neft.

Go to top

International DisplayWorks Announces 1st Quarter Revenue

International DisplayWorks Inc., a Rocklin maker and distributor of liquid crystal displays, reported in March net income of \$621,000 on net revenue of \$9.8 million for the three months ended Jan. 31, 2004, the first quarter in the company's fiscal year. That was a jump from \$25,000 in net income on net revenue of \$5.12 million for the same stretch a year earlier. International DisplayWorks' chief executive officer Steve Kircher says that in recent years the company has focused its marketing activities on attracting higher volume, globally recognized international customers. International DisplayWorks completed a \$5 million private placement during the first quarter, which it cited as strengthening its balance sheet and providing the additional capital to fund expansion. For more, visit International DisplayWorks Inc.

α_{\sim}	40	40.	_
\mathbf{u}	to	ω	p

Colfax Theatre Turns 65 with New Teenage Co-Owner

The owner of the 65-year-old Colfax Theatre, Wendell Jacob, retired with a splash and handed partial ownership of the theatre to his granddaughter, Paris Endicott-Chase, at a public party February 28. The event also celebrated Paris's 13th birthday and the venue's 65th anniversary as a movie house. The party included a screening of the first film shown at the theater -- "Alexander's Ragtime Band" -- and an appearance by Tyrone Power Jr., whose film-star father starred in the 1938 musical. Jacob has owned the 200-seat theater in downtown Colfax since 1989. His granddaughter will share ownership with her mother, Cynthia Jacob, and another owner. In January, the city's Chamber of Commerce named the Colfax Theatre its business of the year. For more, visit the Sacramento Business Journal.

Go to top

California Welcome Center Auburn's Web Site To Post Tourism Info

To learn about arts events, festivals, performances, or family fun going on in Placer County, visitors and residents can visit the California Welcome Center (CWC) Auburn's up-to-date by visiting the Web site. Besides a current Calendar of Events, the comprehensive site includes links to information on vacation planning, relocating, schools, shopping, area chambers, parks, and tourism of all types: wine tours, snow fun,

golfing, water activities, camping, RVing, motorcycling, art touring, and agro-touring. Maps and answers to frequently asked questions are a click away. Visitors to the site can also play a "flash movie" guide to Placer County, download a Placer County Visitor Guide, send a county postcard, or peruse a compilation of the region's Weekend Escapes. A newsletter/calendar of current events, to be updated every week, will be mailed to anyone who signs up to receive it. For more, visit the California Welcome Center (CWC) Auburn.

Go to top

Northstar Focuses on Family Activities

Family fun is the name of the game at Northstar at Tahoe, Northstar officials say. The resort's award-winning daycare programs, as well as its renowned kids' programs and all-skill terrain make it a prime year-round playground. Northstar is ranked in Transworld Snowboarding magazine's 2004 survey as the 12th overall best resort in North America. Its half-pipe is also ranked among the top 10 by Transworld readers, said Northstar communications manager Nicole Belt. Toys such as snow bikes, scooters and skates add to the assortment of fun available at the resort. Many "stay-and-play" packages are available. For more, visit Foothills Magazine or visit Northstar.

Go to top

Placer County Videos Available Online

See for yourself why so many people find Placer County a wonderful place to live, work and play! Visit the Placer County Office of Economic Development's <u>Web</u> site to view our new short streaming videos.

Go to top

Business Matters for Roseville

The City of Roseville has a new online newsletter called Business Matters that includes highlights and brief articles about businesses in Roseville, as well as programs and

services available for Roseville businesses. For more, go to <u>Business Matters</u>. To subscribe, scroll to the bottom of the page and click on the "Subscribe" icon.

Go to top

What's in Your E-Mail Newsletter?

In Progress Online (IPOL), our monthly economic development e-mail newsletter covers the latest news on Placer County business and industry. It reports on new projects in our cities and towns and keeps readers up to date on the state of the region's economy. IPOL posts news of state and local training, incentives, as well as loan programs that benefit business. It even provides links to more information on each item and news about your business is always welcome. Please send items, questions, comments or suggestions to the Office of Economic Development (OED) or visit the OED Web site. For past In Progress Online newsletters, go to Placer County Biz News.

Go to top

Copyright © 2003, Placer County. All rights reserved. Published monthly by County of Placer, Office of Economic Development, Address: 175 Fulweiler Ave., Auburn, CA 95603. Phone (530) 889-4016. http://www.placer.ca.gov/business/ Email: <a href="mailto:ma

To subscribe send any message to join-in-progress@news.placer.ca.gov



In Progress Online May 2004

In This Issue

- Study Says County Would Gain Money, Jobs from New Universities
- Roseville Galleria to Expand
- New Rocklin Business Offers Innovative Food Service
- Placer County Kings' Fans Win Dottie Award
- Merger Creates One of State's Largest Architectural Firms
- Research Institute Provides Latest Economic Info
- Colfax Resident Renovating Town's Historic Freight Depot
- Winners selected in Lincoln's Feats of Clay
- Auburn Man Named 2004 Friend of Agriculture
- CPUC Decision Means Lower Rates for Most PG&E Customers
- Tahoe City Offers Mountain, Lake Fun
- What's in Your E-Mail Newsletter?

Study Says County Would Gain Money, Jobs from New Universities

A new study, Analysis of Education-Industry Linkages and Economic Benefits in Placer County, from a Sacramento think tank predicts universities like the two proposed for South Placer County could generate nearly 9,400 jobs and over \$1 billion in yearly economic output. The Sacramento Regional Research Institute's Dr. Robert Fountain, Research Institute chief economist, said that with the number of degree holders within Placer County expected to increase from 30% of the work force to 35%, the Region should expect \$1.1 billion more in output. Placer County's output now is \$15 billion, he noted. The two university projects -- one for a private, De La Salle University on an undeveloped western portion of unincorporated Placer County land north of Roseville and west of Rocklin, the other for a satellite campus of California State University, Sacramento nearby. The Sacramento Regional Research Institute (SRRI) is a joint venture of California State University, Sacramento and the Sacramento Area Commerce and

Trade Organization. For more, visit the <u>Auburn Journal</u>. To view the study online, visit the Placer County <u>Office of Economic Development</u>.

Go to top

Roseville Galleria to Expand

Westfield America Inc. representatives have told Roseville city officials that they want to expand the 1.1 million-square-foot Galleria mall, which is just slightly smaller than Sunrise and Arden Fair malls and among the biggest in Greater Sacramento. Sources say Nordstrom wants more space, and that the mall will add movie theaters. Theaters would help draw people to the restaurants in the back of the mall, which opened in August 2000. The growing south Placer County market could easily support a larger mall now, said observers in the planning, retail and real estate sectors. Westfield bought the Galleria at Roseville in 2002, along with 13 other properties. Of those 14, Westfield already is redeveloping two retail centers. It wouldn't be unusual to redevelop a 4-year-old mall, said Katie Dickey, Westfield spokeswoman. For more, visit the Sacramento Business Journal or the Galleria at Roseville.

Go to top

New Rocklin Business Offers Innovative Food Service

Dinner Time Rocklin, a new concept in family style food service, offers a quick way to prepare healthful meals, says the firm's Web site. Dinner Time employees do all the prep work, the site explains, and customers, who reserve a time to come in, assemble meals in sets of six or 12, choosing from 14 entrees. Or, customers can ask that meals be preassembled and ready to pick up at a certain time. Menus change monthly. Dinner Time's Web site lists menus, answers frequently asked questions and supplies a reservations link. The business is located at 2205 Sunset Blvd. #501 in Rocklin. For details, visit Dinner Time.

Go to top

Placer County Kings' Fans Win Dottie Award

Lincoln's Tony Overbay and Roseville resident Jim Schroeder won the top 2004 Dottie Award for their KingsSuperFans Web site. They started creating the site after the excitement of the Kings' 2002 championship season. With an emphasis on humor, the site features news and opinion about the Kings and the National Basketball Association. Its success, Overbay said, stems from the fact that he and his partner don't take themselves too seriously. The 2004 Dottie Award winners were announced March 11 in Sacramento. Now in its seventh year, the Dottie Awards honor northern California businesses, governmental agencies, organizations, and individuals that represent the most creative and user-friendly Web sites on the World Wide Web. For more, visit the Lincoln News Messenger or KingsSuperFans.

Go to top

Merger Creates One of State's Largest Architectural Firms

NTD Architects and The Stichler Group, Inc. announced in March the combining of their two organizations to create one of California's largest architectural firms. According to Jordan Knighton, AIA, of NTD Architects, Inc., and Ronald A. Stichler, President of The Stichler Group, Inc., the newly created firm will be called NTDSTICHLER and will be under the direction of Jon Baker as the CEO and President of the new organization. NTDSTICHLER will employ over 300 architects, engineers, interior designers, and support staff, and will maintain offices in three California locations -- Auburn, Glendora and San Diego -- as well as in Phoenix. Founded in 1953, NTD Architects specializes in the design of institutional and corporate facilities. The merger with Jordan Knighton Architects, established in Auburn in 1984, formed NTD Architects Auburn. The local office, at 200 Auburn-Folsom Road, has 40 employees. For more, visit NTDSTICHLER Architects or the Auburn Journal or contact Jordan Knighton.

Go to top

Research Institute Provides Latest Economic Info

What's going on in the region and the state economically? Is it possible, for instance, to get the latest employment and wage data or information on population growth, employment growth and labor force? To find out what industries dominant in, say, the Rocklin/Roseville area? Answers to these and most any other economic or demographic

questions can be provided by the Sacramento Regional Research Institute (SRRI). A joint venture of the Sacramento Area Commerce and Trade Organization (SACTO) and California State University, Sacramento (CSUS), SRRI offers a full range of research services to government entities, business and non-profit organizations. The institute provides economic and demographic profiles, industry studies, economic impact studies, market and feasibility analysis. It also produces Economy Watch, a monthly publication examining various economic factors in the region. For more, visit <u>SRRI</u>. Visit the Placer County Office of <u>Economic Development</u> for more information about programs available to assist businesses in Placer County.

Go to top

Colfax Resident Renovating Town's Historic Freight Depot

Colfax-area resident Gary Todd is displaying his passion and commitment for downtown Colfax and its economic vitality with his current renovation of the historic Southern Pacific Freight Depot (TAPS building), said Doug Balmain, chairman of Colfax's Economic Development Commission. The building has been a central part of Colfax since 1880. With a new roof, structural repairs and fresh coat of paint, the freight depot joins the Colfax Passenger Depot in anchoring the town's downtown area. An old freight scale, large enough to accommodate a railroad freight cart, was uncovered during renovation and is being restored to working order. Todd started renovations in March. By April painters were applying the final touches of yellow and brown, the depot's original colors, to the structure. The last phase involves redoing the floors and painting inside before space in the building can be leased. For more, visit the Colfax Record.

Go to top

Winners selected in Lincoln's Feats of Clay

The top prize in the 2004 Feats of Clay exhibit went to a hand-built porcelain, two-foot-tall sculpture of sea life with delicate tendrils and indeterminate appendages. Entitled "Hybrid Series #4," the piece was created by Pennsylvania artist Lindsay Feuer. Juror Richard Notkin of Montana selected 80 works for the 17th annual Feats of Clay exhibition, an annual international clay competition held in the historic Gladding McBean terra cotta factory in Lincoln. Placer County was represented in Feats of Clay by North Tahoe artist Chana Powell, whose "Apple" ceramics series was on display. For more, visit

the Granite Bay Press Tribune.

Go to top

Auburn Man Named 2004 Friend of Agriculture

Winemaker Charlie Green was named Friend of Agriculture 2004 at the Auburn State of the Community Dinner held April 30. The Green Family Winery has been growing grapes since 1991 and winemaking since 2000. Green co-founded the Placer County Wine and Grape Association, heads the Gold Country Fair's Home Wine Tasting event, and suggested starting the Auburn Wine Festival. Green's small winery specializes in Syrah and Barbera wines, producing about 600 cases -- 7,200 bottles -- each year. Community members can look for the diagonal "Green Family" label at Carpe Vino in Auburn. Green Family Winery's Syrah received Best of Show in its class at an LA wine Judging event, which is the largest event held in California. For more, visit Green Family Winery or contact Charlie Green.

Go to top

CPUC Decision Means Lower Rates for Most PG&E Customers

Pacific Gas and Electric Company announced in February that the California Public Utilities Commission (CPUC) had approved a \$799 million rate reduction proposal, which lowered rates for most of the company's 4.8 million electric customers. The average bundled electric rate went from 13.9 cents per kWh to 12.78 cents per kWh -- an 8% decrease. The CPUC vote was part of the implementation of the approved settlement agreement plan to resolve the company's Chapter 11 case. The approved rate structure will reduce rates to the customer classes that paid the CPUC's three-cent energy surcharge, in close proportion to the level of increase they experienced. The Commission's surcharge, adopted in early 2001, was allocated to business and agricultural customers, and also to residential customers who used more than 130 percent of baseline allowances. Business customers, who have paid significantly higher rates for the past three years due to the surcharge, will see the largest reduction -- from 9 to nearly 15% depending on their size and usage. The rate reduction was retroactive to January 1, 2004, and customers started seeing the new, lower rates on their March bills. For more information visit Pacific Gas and Electric Company.

Tahoe City Offers Mountain, Lake Fun

Tahoe City is one place where all that's wonderful about the Sierra comes together. Snowbirds and outdoor enthusiasts converge on this small mountain community to partake of all the lake and mountains have to offer -- hiking, skiing, boating, biking, rafting, camping, sightseeing, shopping, fine dining, and lively nightlife. In winter, skiers and snowboarders flock to nearby resorts such as Homewood and Alpine Meadows. In summer, boaters launch from the Tahoe City Marina, or hop rafts that float down the Truckee to River Ranch Resort. For those who prefer to see the sights in luxury, Lake Tahoe Cruises offers dinner cruises as well as champagne brunch and family cruises. A dozen or more Tahoe City restaurants offer the best in mountain cuisine. Nightlife, like outdoor adventure, abounds in the town. Places like Humpty's and Pierce Street Annex, on the main street, North Lake Tahoe Blvd., offer live music and dancing. For more, visit Foothills Magazine.

Go to top

What's in Your E-Mail Newsletter?

In Progress Online (IPOL), our monthly economic development e-mail newsletter covers the latest news on Placer County business and industry. It reports on new projects in our cities and towns and keeps readers up to date on the state of the region's economy. IPOL posts news of state and local training, incentives, as well as loan programs that benefit business. It even provides links to more information on each item and news about your business is always welcome. Please send items, questions, comments or suggestions to the Office of Economic Development (OED) or visit the OED Web site. For past In Progress Online newsletters, go to Placer County Biz News.

Go to top

Copyright © 2003, Placer County. All rights reserved. Published monthly by <u>County of Placer</u>, <u>Office of Economic Development</u>, Address: 175 Fulweiler Ave., Auburn, CA 95603. Phone (530) 889-4016. http://www.placer.ca.gov/business/ Email: mailto:

econdev@placer.ca.gov

To subscribe send any message to join-in-progress@news.placer.ca.gov



In Progress Online July 2004

In This Issue

- Regional Group Works to Save Beale AFB
- R2 Controls Celebrates 2nd Birthday, Announces Milestones
- Ace Opens Huge Placer Distribution Center
- Feats of Clay XVII Winners Announced, County Artist's Work in Show
- Vian Enterprises Wins Joint Strike Fighter Contract
- Intrawest's Village: A Model of Merchant Support
- World Trade Center Hosts Trade Mission to Singapore
- Auburn Air Fair Set for August 21
- County Nature Photographer's Traveling Exhibit to Show at State Fair
- Beermann's Beerwerks Puts Class in Pub Glass
- Learn How To Do Business With Regional Transit
- What's in Your E-Mail Newsletter?

Regional Group Works to Save Beale AFB

A group of Placer County officials and business leaders is working with the Beale Regional Alliance Committee (BRAC) to retain Beale Air Force Base. BRAC was created in 2002 in response to concerns that Beale could be mothballed in the 2005 Base Realignment and Closure round. Located on 32,000 acres in western Yuba County, the base employs more than 4,000 people and pumps \$500 million annually into an eight-county area. BRAC is working to enhance Beale's missions and promote relationships between the community and the base, explained Tim Johnson, executive director of Yuba-Sutter Economic Development Corp. The group reviews the criteria set by the Secretary of Defense pertaining to base closure and, in the light of that, works to convey Beale's strengths. For more, visit Save Beale.

R2 Controls Celebrates 2nd Birthday, Announces Milestones

R2 Controls, based in Roseville, recently announced the completion of its second full year of operations in designing, engineering, manufacturing, and distributing industrial grade microcontroller solutions. Besides reaching the important two-year survival milestone for a technology start up company, R2 Controls confirmed that it products are now being used by more than 50 customers in the United States, Canada, Europe, South America, and Africa. The company has sold more than 700 of its standard and customized embedded controller products since starting business in April 2002, reported R2 Controls President Tim Hinchey. This past year the company also reached an agreement with Control Design, Inc., of Albuquerque, New Mexico, for whom R2 Controls has coengineered and manufactures the Control Design C18 line of wireless telemetry-based fluid monitoring and control systems, systems that provide an exceptionally high level of radio transmission and data quality, especially over long distances in remote areas and areas of rugged terrain. Hinchey noted that the migration of R2's business focus to custom solutions, such as the Control Design systems, will continue to be the main driver for R2 Controls' business growth. For more, visit R2 Controls or Control Design, Inc. or contact Tim Hinchey.

Go to top

Ace Opens Huge Placer Distribution Center

Capping a three-year saga, Ace Hardware opened its million-square-foot regional distribution center in Placer County in April. The center, situated on 82 acres in unincorporated Placer County, houses an estimated \$45 million in inventory and serves some 375 Ace retailers in Northern and Central California, Nevada, Hawaii, the Pacific Rim, and Asia. The regional center is in the former AT&T building at 3301 Industrial Ave., and replaces Ace's 478,000-square-foot Rocklin warehouse, two miles away. The new facility was originally a 627,000-square-foot building. Ace added 350,000 square feet to it, among other improvements. After Ace became aware that it was outgrowing its Rocklin facility, the hardware retailer spent two years looking for a new site, before settling on the Placer County location in January 2003. For more, visit the Sacramento Business Journal or Ace Hardware.

Feats of Clay XVII Winners Announced, County Artist's Work in Show

Juror Richard Notkin of Montana selected 80 works for the 17th annual Feats of Clay exhibition, the largest show in the competition's history. Among the works chosen was a series of three "Apple" ceramics by Placer County artist Chana Powell. First prize went to "Hybrid Series #4" by Lindsay Feuer of Philadelphia. The piece is a solid white two-foottall, hand-built porcelain sculpture of what the sculptor calls a "hybrid fantasy." Second place was awarded to Kurt Brian Webb of Palatine, Illinois, for "A Butcher's Kilo of Grasshoppers," a wood-fired vase form decorated and overflowing with insects. Third place went to "Jester," a wall-hung terra cotta mask by Paul A. Metivier of Seattle. The Heritage Tile Award went to "Impression of the Plan" by Lesley Baker of Oakland. The show, held at Lincoln's Gladding McBean Pottery in the spring is one of the nation's most prestigious ceramics exhibition. For more, visit the Lincoln News Messenger or Gladding McBean.

Go to top

Vian Enterprises Wins Joint Strike Fighter Contract

Vian Enterprises, Inc., a designer and manufacturer of aerospace lubrication pumps and components, has won a 20-year contract from Honeywell to supply components for the new F-35 Joint Strike Fighter, being developed by Lockheed Martin for the Joint U.S. Military and NATO Allies. Vian delivered the first prototype pump with "zero defects" in September 2003. The Joint Strike Fighter program is a multi-agency, multi-national program. Vian Enterprises, a family-owned and operated business located in Auburn, won the multi-million-dollar contract to supply the lubrication system for the Integrated Power Package, a small gas turbine engine used to provide electrical power to the aircraft. Vian Enterprises not only designs and manufactures the lubrication pump, but is also the design lead and integrator for the lubrication system, including the oil tank and lubrication system sensors. For the last 10 years, among other aviation contracts, the company has been making Auxiliary Power Unit (APU) oil pumps for 737's and Airbus. Don and Ann Vian started the company in southern California in 1968. Vian Enterprises now has 49 employees. For more, visit Vian Enterprises, Inc. or the Auburn Journal.

Go to top

Intrawest's Village: A Model of Merchant Support

Intrawest's merchants have been pleased with their first year at the Village at Squaw Valley. Their success is due, they say, to word spreading about the Village and the addition of Phase II. More importantly is the support they get from Intrawest and the Neighborhood Company, a non-profit that acts as a Chamber of Commerce. The two work in partnership with the Village merchants to promote businesses, bring in visitors, and create a vibrant resort community, especially during the off-season. Could the Neighborhood Company's efforts serve as a model for Tahoe City businesses? Some believe it could. The North Lake Tahoe Resort Association acts as the area's Chamber of Commerce, but there is no single organization that focuses solely on downtown Tahoe City. The four-year-old Tahoe City Property Owners Association is trying to put together a Property Based Improvement District, which would pool resources to improve maintenance, beautification and landscaping, but would not include marketing. According to chairman Walt Kass, the association is also looking at developing an affiliated business association that could work on marketing. For more, visit the Tahoe World or The Village at Squaw.

Go to top

World Trade Center Hosts Trade Mission to Singapore

In late April, the Northern California World Trade Center (NCWTC), based in Sacramento, hosted a trade mission to Singapore. Along with several partner organizations, NCWTC hosted a delegation of food producers and processors who displayed and offered samples of their products at the Food and Hotel Asia Trade Show. The companies represented in Singapore were MacDougall's Wild Rice (organically grown rice), 800drywood.com, Inc. (barbeque wood products), RMG company, LLC (energy drinks), and Yule Tree Farms, LLC (Christmas trees). The services offered to these companies included counseling, introductions, market research, matchmaking searches for overseas agents and distributors, advocacy and trade event organization and support. Participating companies had the unique opportunity to establish business contacts and expand their products to Asian markets, NCWTC officials noted. For more, visit the Northern California World Trade Center. For future trade show information, contact Jon Green or call (916) 447-9827, ext. 135.

Go to top

Auburn Air Fair Set for August 21

"Thunder in the Sky," Auburn Aviation Association's annual Air Fair is set for August 21, 8 a.m. - 4:30 p.m., at Auburn Municipal Airport. The fair celebrates the association's 20th Anniversary as a group. "Thunder" showcases local pilots' fabulous flying machines and planes flown in especially for the aeronautical display --classics, antiques, military, experimentals, and ultralights. Auburn Aviation Association president Tom Brady said that proceeds from the Air Fair are used to support the association's annual Free Flight Scholarship program that gives flight training to up-and-coming pilots. The full day of family fun includes flying demonstrations, fly-bys, airplane rides, classic car exhibits, other displays, vendors, food, and entertainment. Admission to the fair is \$5 per person. For more, visit Auburn Aviation Association or Foothills Magazine.

Go	to	to	p
			-

County Nature Photographer's Traveling Exhibit to Show at State Fair

"BEARS! Icons of the Wild," a photographic exhibition by North Tahoe artist Jenny E. Ross is showing at the Pacific Grove Museum of Natural History, in Pacific Grove, through July 18. From August 20 to September 6, BEARS! will be a featured indoor exhibit at the California State Exposition & Fair in Sacramento. Ross has traveled the world to photograph all eight bear species, with special emphasis on the three species native to North America. More than 100 photographs make up her BEARS! show. The fine art and natural history exhibit aims to enlighten viewers about the evolution, biology, ecology, causes of endangerment, and conservation of these magnificent mammals. For more on the exhibit, visit Pacific Grove Museum of Natural History or Jenny Ross or contact via e-mail Jenny Ross. And by the way, don't miss ARTour 2004 in North Lake Tahoe. For more information about the July 8-11th event in Tahoe City, visit North Tahoe Arts.

Go to top

Beermann's Beerwerks Puts Class in Pub Glass

Beermann's Beerwerks in Lincoln boasts eight beers made on site, food ranging from fine dining to traditional pub fare, and a beautiful Victorian setting. Owners Dave and Karen Fox have meticulously restored the building -- over 20,000 square feet of local history -- to its original 1860s splendor. Every detail has been embellished, from the hardwood floors to the tin ceilings. Decor includes antique furniture and fixtures. Visitors can appreciate Beermann's new grandeur by enjoying one of their homemade award-winning brews served up at the vintage bar. The adventurous order the sampler tray -- a generous serving of eight different brews. Fine dining with grand-style ambience can be found upstairs in the Lodge Hall, a Victorian room open on weekends. Even further up the grand staircase under the stained glass ceiling are the Empire Ballroom, the Parlor Room, and the Victorian Roof Garden, sites available for banquets, birthday celebrations, weddings, anniversaries or afternoon teas. The pub is open every day, 11:30 a.m. to close. Sunday brunches at 10 a.m. For more, visit Beermann's or Foothills Magazine.

Go to top

Learn How To Do Business With Regional Transit

All businesses are invited to a seminar hosted by the Sacramento Regional Transit District and the Federal Technology Center (FTC) to hear Dr. Beverly Scott, General Manager/CEO, Regional Transit, discuss doing business with Regional Transit. This highly-anticipated free event will take place on July 29, 2004, 8:00a.m. - 3:00p.m. at the transit district's auditorium, 1400 29th Street, Sacramento. To register or for more information, visit the FTC or call (916) 334-9388.

Go to top

What's in Your E-Mail Newsletter?

In Progress Online (IPOL), our monthly economic development e-mail newsletter covers the latest news on Placer County business and industry. It reports on new projects in our cities and towns and keeps readers up to date on the state of the region's economy. IPOL posts news of state and local training, incentives, as well as loan programs that benefit business. It even provides links to more information on each item and news about your business is always welcome. Please send items, questions, comments or suggestions to the Office of Economic Development (OED) or visit the OED Web site. For past In Progress Online newsletters, go to Placer County Biz News.

Go to top

Copyright © 2003, Placer County. All rights reserved. Published monthly by County of Placer, Office of Economic Development, Address: 175 Fulweiler Ave., Auburn, CA 95603. Phone (530) 889-4016. http://www.placer.ca.gov/business/ Email: <a href="mailto:ma

To subscribe send any message to join-in-progress@news.placer.ca.go



In Progress Online August 2004

In This Issue

- Catalyst Construction Moves to New Sunset Industrial Area Site
- Agilent Links with Phoenix Institute in Cancer Fight
- Rocklin Expo a Success
- Three Auburn Eateries Team in Historic Lincoln Building
- Dutch Flat Hotel Re-Opens After \$1 Million Makeover
- North Tahoe ARTour Brings Art, Visitors Together
- Free Classes Offered at Federal Technology Center
- South Placer Launches Tourism Web Site
- Kids, Adults Enjoy Roseville Arts Center Programs
- Farm and Barn Festival Celebrates All Things PlacerGROWN
- State Program Offers Materials Exchange
- What's in Your E-Mail Newsletter?

Catalyst Construction Moves to New Sunset Industrial Area Site

Catalyst Construction recently relocated from a 400-square-foot space in Roseville to 20,000-square-feet of space in a new Sunset Industrial Area site built by IM Construction, a residential framing company that shares the new building with Catalyst. Established with two employees in January 2003, Catalyst specializes in design/build projects with an emphasis on pre-construction services. The move allowed Catalyst to hire more staff, which now numbers six, to help with its planning and development services and to support its construction services, said Catalyst owner Rommel Llanes. Catalyst's clients have included Hewlett-Packard, Unilever, Seiler Plastics, and Superior Court of California. The company's current projects include Doyle Plaza in downtown Roseville, an industrial center on Cincinnati Avenue and IMC Industrial Park both within the Sunset Industrial Area. For more, visit Catalyst Construction.

Go to top

Agilent Links with Phoenix Institute in Cancer Fight

Agilent Technologies Inc., which has a sizable operation in Roseville, announced in June a collaboration with a Phoenix institute on what Agilent describes as a breakthrough application of technology called comparative genomic hybridization, or CGH. The multifaceted Palo Alto tech company said that CGH could greatly enhance researchers' ability to identify and precisely locate genetic alterations that contribute to cancer. In collaborating with Agilent, Translational Genomics Research Institute has gained early access to Agilent Labs' CGH microarrays and cutting-edge computational tools for analyzing and visualizing CGH data and combined CGH and gene expression profile data. As of late summer, Agilent employed 650 in Roseville out of a work force of 35,000. For more, visit the Sacramento Business Journal or Agilent Technologies Inc. or Translational Genomics Research Institute.

Go to top

Rocklin Expo a Success

Whether people came to promote business, have fun, or just eat lunch, the recent Rocklin Expo, a yearly Rocklin Chamber of Commerce event, proved to be a huge success. A crowd of about 3,500 people visited the Expo, held at Rocklin Sunset Center, where they were treated to samples from a dozen local restaurants, enjoyed a children's entertainment area, listened to live music, and watched Police and Fire Department demonstrations. Business such as Infostations and Rocklin Systems offered information about their services. Local companies and institutions such as Costco, Sam's Club, Sierra College, University of Phoenix, Great Rocklin Homes, the City of Rocklin, and Chubby Cherub Designs were among the many booths attracting visitors. The response to this year's Expo insures an even bigger event next year, said Peggy Mason, the chamber's program and event director. For more, visit the Placer Herald or the Rocklin Chamber of Commerce.

Go to top

Three Auburn Eateries Team in Historic Lincoln Building

The bricks of the Butterfield Jansen building in Lincoln might as well be a hearth in a home. The owners of the recently opened Awful Annie's and the soon-to-open Old Town Pizza and Tani Sushi share the building as a family does. And the site promises to be a cornerstone for the larger family of the whole city. Jai and Don Baker of Awful Annie's, Ed Dumuk of Tani Sushi, and Reese Browning of Old Town Pizza -- all the owners liked the friendliness of the town and the City of Lincoln's helpfulness in getting the restoration work completed. One issue delaying each of the restaurant's openings has been the amount of electricity and gas required by restaurants not originally anticipated at the site. But everyone's in agreement that the work will get done, said Browning. Each of the owners looks forward to growing with Lincoln. Browning feels that with the Highway 65 bypass complete, in five to eight years, downtown Lincoln will be the place to be. For more, visit the Auburn Journal.

Go to top

Dutch Flat Hotel Re-Opens After \$1 Million Makeover

Tom and Sussy Flanigan, a Bay Area couple who fell in love with and bought the grand old Dutch Flat Hotel, have completely restored it as a six-room bed & breakfast inn. Since last March, the Flanigans have been working with local contractors, artisans, and volunteer gardeners to finish a restoration started 20 years ago. The oldest building in Dutch Flat, the three-story hotel was built in 1852. It survived long after the town's glory days during the Gold Rush, but has been empty for the last two decades. The Flanigans have added many new artful touches to the old hotel -- a conservatory, a music room, a small garden and park -- and have restored it as closely as possible to its original grandeur. The couple plans to keep the hotel lively with social engagements, musical recitals, wine tastings, weddings, receptions and business retreats, as well as simply accommodating visitors exploring the Gold Country. For more, visit the <u>Dutch Flat Hotel</u> or the <u>Auburn Journal</u>.

Go to top

North Tahoe ARTour Brings Art, Visitors Together

About 600 visitors from throughout the region and beyond enjoyed viewing a bountiful selection of North Tahoe's finest artwork during Tahoe ARTtour, July 8 - 11. During the four-day tour, three dozen local artists, selected by an expert jury, opened their home

studios for viewing and sales, demonstrated their artistic processes, and chatted with visitors. Organized by North Tahoe Arts, the 11th annual ARTour included a great variety of media -- from fused glass and fabric art to watercolors, oils, and acrylics; wood, pottery, and metal; photography and collage; jewelry and monoprints. Artist participation in the tour and its popularity with the public has increased over the years so that today ARTour is North Tahoe Arts' annual signature event. For more about the ARTour and other NTA programs, visit North Tahoe Arts or visit the Tahoe World.

Go to top

Free Classes Offered at Federal Technology Center

To help small businesses successfully compete for government contracts, the Federal Technology Center (FTC), based in North Highlands, offers an array of free how-to classes at various times and locations. Currently, available classes include Introduction to Federal Contracting, E-Commerce for Government Contracting, Government Subcontracting, and Doing Business with General Services Administration. Working to promote economic development, the FTC facilitates between government and the private sector. For a complete list of FTC classes and services, visit the FTC.

Go to top

South Placer Launches Tourism Web Site

Located at the base of the Sierra Foothills, South Placer includes the growing cities of Loomis, Lincoln, Newcastle, Rocklin, and Roseville. To convey the particular tourism assets of the area, a South Placer business improvement district has launched placertourism.com. The new, easy-to-navigate site chronicles South Placer's amenities -- where to stay and where to meet; the area's events, recreation, culture, and history. Lists of hotels, golf courses, restaurants, shopping areas, parks, and family entertainments are accessed with a click. An enlargeable map shows locations of main area sites. A Featured Events section details the current month's festivals and activities, such as music Evenings in the Park and the Rocklin Jubilee. For more, visit South Placer Tourism.

Go to top

Kids, Adults Enjoy Roseville Arts Center Programs

Director Barbara Dolder and curator Beth Rohlfes can hardly contain their enthusiasm for their work at the Roseville Arts Center (RAC). Together they have built a program that includes gallery shows, arts performances, arts education programs, competitions, tours, cultural field trips, arts scholarships, festivals, and many other arts events. Two years ago, for example, RAC opened the Art House Gallery, a new gallery for children's work. Field trips sponsored by RAC bring in groups of schoolchildren to visit the gallery and do "hands-on" artwork with a visiting artist. Popular RAC events held annually include the Family Arts Festival, Springtime Garden Tour, Summer Twilight Gala, and the English Tea. Each month a new show opens in the 405 Gallery at the center. RAC's annual National Juried Open Show attracts work from artists around the country. During 3rd Saturday Art Tours, involving a dozen local galleries, RAC opens its children's and adults' galleries to the public 6:30 to 9 p.m. For more information about Roseville Arts Center gallery shows and programs, visit RAC.

Go to top

Farm and Barn Festival Celebrates All Things PlacerGROWN

The premier of the Placer Farm and Barn Festival will be held Saturday and Sunday, October 9 & 10, 10 a.m. to 4 p.m. An outgrowth of the popular AGROart competition, this two-day event combines fun, food, music, and first-hand exposure to working farms. Presented by the Arts Council of Placer County with Sierra College, the USDA, the University of California Cooperative Extension, and the Placer County Agricultural Commission, the festival is a weekend celebration of all things PlacerGROWN. On Saturday, on the quad at Sierra College Rocklin, kids and adults, divided into age groups, will create sculptures made of fruits and vegetables. On Sunday, the festival takes to the road for a self-guided auto tour of several working farms and an historic country schoolhouse in western Placer County. For farm tour tickets, tour maps, or info about participating in AGROart, visit Placer Farm and Barn festival.

Go to top

State Program Offers Materials Exchange

Want to recycle some cardboard tubes? Need sludges, grindings, and catalyst? Have a

computer you'd like to pass along? The California Integrated Waste Management has just what's needed: the California Materials Exchange program, or CalMAX, a free service designed to help business find markets for non-hazardous materials that are traditionally discarded. The idea is simple: One business's trash is another business's treasure. Businesses, schools, and nonprofits can use CalMAX to search for available and wanted materials. The result is saved resources and money, conserved energy and landfill space. CalMAX partners with local governments, including many in the Sacramento region, to provide Local Exchanges for materials listings. To find the nearest Local Exchange or for more information, visit CalMAX.

\sim	4 ~	4	
\mathbf{U}	\mathbf{to}	ω	D

What's in Your E-Mail Newsletter?

In Progress Online (IPOL), our monthly economic development e-mail newsletter covers the latest news on Placer County business and industry. It reports on new projects in our cities and towns and keeps readers up to date on the state of the region's economy. IPOL posts news of state and local training, incentives, as well as loan programs that benefit business. It even provides links to more information on each item and news about your business is always welcome. Please send items, questions, comments or suggestions to the Office of Economic Development (OED) or visit the OED Web site. For past In Progress Online newsletters, go to Placer County Biz News.

Go to top

Copyright © 2003, Placer County. All rights reserved. Published monthly by <u>County of Placer</u>, <u>Office of Economic Development</u>, Address: 175 Fulweiler Ave., Auburn, CA 95603. Phone (530) 889-4016. http://www.placer.ca.gov/business/ Email: <a href="mailto:mailt

To subscribe send any message to join-in-progress@news.placer.ca.go



In Progress Online - September 2004

In This Issue

- Granite Bay's Business Climate? Verdict: Healthy
- SBDC Sports New Location, Web Site
- TASQ Technology Hires Dozens for New Call Center
- Lincoln Teenager Opens Internet Services & Games Business
- Joint Strike Fighter Income Tax Credits Available
- Lake Tahoe Hosts 19th Annual Autumn Food & Wine Festival
- Region's Newest University Opens
- Colfax Depot Renovated and Reopened
- Tahoe Arts Festival Benefits Local Economy
- Auburn Winery Takes Gold
- County Offers Training and Development Classes
- What's in Your E-Mail Newsletter?

Granite Bay's Business Climate? Verdict: Healthy

Rumor has it that Granite Bay can be a hard community to start a business in. But is the rumor legitimate? Not at all, said Ed Graves, director of the Placer County Office of Economic Development. In fact, Graves said, right now might be the best time for businesses to get in and establish themselves. And many businesses are doing just that. Last year, Sacramento-based Auburn-Douglas Limited Liability Company purchased a portion of the Granite Bay Village at Douglas Boulevard and Auburn-Folsom Road. The new owners are currently revamping the old shopping center and actively searching for new tenants. Office and small retail stores are also moving into a center at East Roseville Parkway and Sierra College Boulevard. Catering to the community's needs, Mary Ann Daniels and her daughter Kimberly May recently opened Jump Start Gourmet Coffee "To Go" at 7150 Douglas Blvd. Ten years ago there was a 60% vacancy rate in the Granite Bay community, Graves pointed out. Now the rate is 10 to 15%. For more, visit the

Granite Bay Press Tribune.

Go to top

SBDC Sports New Location, New Web Site

Sierra College's Small Business Development Center (SBDC) welcomes the fall season with a new location and a new, more comprehensive Web Site. In July, SBDC moved from its Wall St. and Hwy. 49 location in Auburn to a new, larger spot at 11930 Heritage Oak Place, Ste. 1. The move is an upgrade, said an SBDC spokesperson, to a much more open, easy-access space. As in its former locale, SBDC offers management counseling and training for business owners. It provides one-on-one confidential, expert business counseling to business owners at no cost; and low-cost two-and-a-half-hour evening business training seminars on key topics. The center's newly designed Web site explains SBDC's services, lists upcoming training classes, and provides registration information. It also includes maps, links to related sites, and contact information. For more, visit the Sierra College Small Business Development Center.

Go to top

TASQ Technology Hires Dozens for New Call Center

TASQ Technology Inc., a major vendor of card-swipe machines and similar hardware and software systems used by retailers, has quietly hired dozens of people here to serve new business. The company, with local operations in Rocklin and Roseville, is owned by Denver-based First Data Corp. It hired about 80 people at two job fairs held in South Placer in March and May. It's also signed up for another hiring event in August, said Marcy Schmidt, who coordinates job fairs for Placer County. TASQ has been hiring to fill call center and warehouse jobs, she said. As of last month TASQ reported 632 full- and part-timers here, up from a year ago, when the figure was 580. TASQ has a 64,600-square-foot building in Rocklin, and a 100,800-square-foot building in Roseville. TASQ was founded in 1994; First Data Corp. bought a majority interest three years ago. For more, visit TASQ Technology, Inc. or the Sacramento Business Journal.

Go to top

Lincoln Teenager Opens Internet Services & Games Business

Matt "Juji" Bigelow, 18, has brought Jujis, a new business in Lincoln which allows users to escape to cyber worlds or tend to their mundane Internet business. Jujis, at 601 McBean Park Drive, Ste.100, also offers parties and office services. Parties can take the form of clan matches, scrimmages, tournaments or team-building. Office services include fax, CD burning, and document and software downloading. There is also an HDTV for the XBOX. Jujis is outfitted with 20 top-of-the-line computers by Reptilian Systems, cushy chairs (black leather executive style), individual workstations and headsets, all in a friendly if high-tech environment. Bigelow's educational and community services includes game workshops covering the Internet, and group and private instruction. The teenager credits his parents for helping him get started in business. For more info, visit Jujis or the Lincoln News Messenger.

Go	to	to	1
UU	w	w	J

Joint Strike Fighter Income Tax Credits Available

California has created two income tax credits for businesses involved in the Joint Strike Fighter program. These include a hiring wage credit and a property credit. These credits apply to taxpayers under initial contract or subcontract to manufacture property for ultimate use in a Joint Strike Fighter. The credits are available for taxable years beginning on or after January 1, 2001, and before January 1, 2006. Any excess credit can be carried forward for up to eight years. No credit would be allowed unless the bid upon which the Joint Strike Fighter contract or subcontract is based is reduced by the credit amount. The taxpayer is required to provide, at the request of the Franchise Tax Board, all references to the credit and ultimate cost reductions incorporated into any successful bid that was awarded a Joint Strike Fighter contract or subcontract. The hiring wage credit is a specified sliding scale percentage of employee wages that are treated as direct costs allocable to property manufactured in this state for ultimate use in a Joint Strike Fighter. The credit is limited to \$10,000 per year, per employee, and must be pro-rated for partial years. For the necessary form and instructions to claim the credit, visit the Franchise Tax Board.

Go to top

Lake Tahoe Hosts 19th Annual Autumn Food & Wine Festival

A beautiful harvest of fall's most beautiful flavors, the 19th annual Lake Tahoe Autumn Food & Wine Festival will be held October 1-3 at the Resort at Squaw Creek, Squaw Valley USA. The three-day fest includes a full lineup of food- and wine-related events -- classes taught by master chefs, wine tastings, winemakers dinners, marketplace trade show, a chefs' cookoff, a session on fall desserts, a culinary competition and Grand Tasting, and a live wine and auction raffle. One special event is an appearance by Marko Karakasevic of Napa's Domaine Charbay Winery, known for artisan releases of wines and spirits. This year, Karakasevic will showcase his newest creation, the limited production of Tahitian Vanilla Bean Rum and Charbay Clear Rum. Sponsored by the North Lake Tahoe Resort Association, the festival draws hundreds of food and wine lovers every year. For more, visit the North Lake Tahoe Resort Association.

\sim	_	40	40	_
U	U	ω	ω	p

Region's Newest University Opens

They tore the roof off a furniture warehouse in Rocklin and built a university inside. More than 500 students were expected to show up for class August 30. San Jose Christian College -- now dubbed William Jessup University, after its founder, because San Jose is no longer the campus core -- bought the Herman Miller Inc. property on Sunset Boulevard last year for \$18 million. Some \$25 million more is being spent in the first phase of the transformation from a furniture assembly plant into the first independent four-year university in Greater Sacramento. A second phase to build out the 126-acre site to accommodate up to 1,200 students could bring the total cost of the project to \$65 million or more. Located just off Highway 65, William Jessup is the first of three higher-education development projects slated for the area. The economic impact of the college on the area is substantial. The first phase will bring a local payroll of \$5 million, and more than 300 students will need to find off-campus housing. Build-out to 1,200 students will mean a payroll of \$10 million and demand for off-campus housing for at least 800 students. For more, visit William Jessup University.

Go to top

Colfax Depot Renovated and Reopened

The July 1 opening of the newly renovated freight depot in downtown Colfax brings with

it an excitement for the future - and a greater appreciation of the past. The depot was renovated by building owner Gary Todd, a Colfax native, and his crew in less than four months. The project created space for four new businesses and a small railroad museum. According to the National Register of Historic Places, Colfax R.R. Junction appears to be the only freight depot remaining in Placer County. The building exhibits the Victorian-era Stick-style wooden construction. Signatures of railroad workers dating as far back as 1911 have been preserved on the interior walls. Already, other downtown property owners, who've been watching the project take shape, have begun painting their own buildings. Colfax is getting a facelift. For more, visit the Colfax Record.

Go to top

Tahoe Arts Festival Benefits Local Economy

The Tahoe Arts Festival, which celebrated its six-year anniversary this summer, has become one of Lake Tahoe's most successful events. An estimated 9,000 people attended the festival, held at North Shore in June. A study before the event by the International Festivals and Events Association estimated that the festival could bring \$423,500 into the community. Founded in 1999, the festival includes Italian street painting for artists and children, an Artist Marketplace, sidewalk exhibitions, food, and entertainment. A large number of the festival's attendees stay in local casinos and lodging properties, eat at local restaurants and participate in recreational activities, all of which helps fuel Tahoe-area businesses. Ruth Schnabel, executive director of the Tahoe Arts Festival, noted that art is big business. According to the California Arts Council, she said, arts and culture are a \$16.75 billion industry in California. For more, visit the Lake Tahoe Arts Festival.

Go to top

Auburn Winery Takes Gold

In 1979, Jim Taylor dipped his toe in the world of wine by planting zinfandel and chardonnay grapes in an experimental vineyard on his 31-acre ranch on Mt. Vernon Road, just 1.8 miles from Highway 49 in Auburn. Twenty-five years later, after investing heavily in winery and vineyard infrastructure, Taylor and his son, Ryan, have scored big in their first true test: the Commercial Wine Competition of the 2004 California State Fair. Out of seven wines entered, the pair took home five medals, including gold and 95 points for their 2001 Sierra Foothills Syrah. The wine also snagged "Best of Class" honors for all of the Sierra Foothills appellations, a region encompassing more than 110 wineries

in seven counties. In the ultracompetitive wine market, such recognition from the prestigious California event is significant for a small winery in an under-appreciated appellation. For more, visit Mt. Vernon Winery or the Auburn Journal.

Go to top

County Offers Training and Development Classes

Organizational Development, a division of the Placer County Executive Office, offers cutting-edge training and development classes. The classes are focused on enhancing Placer County employees' knowledge and productivity. These skill-based classes would also benefit local businesses and public agency employees. Classes are instructed by subject-matter experts for a reasonable cost. To see the full range of class offerings in the Catalog of Services, visit Placer County <u>Organizational Development</u>. To register for classes, contact Organizational Development at (530) 886-5270.

Go to top

What's in Your E-Mail Newsletter?

In Progress Online (IPOL), our monthly economic development e-mail newsletter covers the latest news on Placer County business and industry. It reports on new projects in our cities and towns and keeps readers up to date on the state of the region's economy. IPOL posts news of state and local training, incentives, as well as loan programs that benefit business. It even provides links to more information on each item and news about your business is always welcome. Please send items, questions, comments or suggestions to the Office of Economic Development (OED) or visit the OED Web site. For past In Progress Online newsletters, go to Placer County Biz News.

Go to top

Copyright © 2004, Placer County. All rights reserved. Published monthly by <u>County of Placer, Office of Economic Development</u>, Address: 175 Fulweiler Ave., Auburn, CA 95603. Phone (530) 889-4016. http://www.placer.ca.gov/business/ Email: <a href="mailto:

econdev@placer.ca.gov

To subscribe send any message to join-in-progress@news.placer.ca.go



In Progress Online - November 2004

In This Issue

- Teleplan Serves Electronics Companies
- Inventor Helps Those with MS
- Foresthill Chamber Launches New Website
- Christian Science Monitor Profiles Sacramento Region
- California Welcome Center Auburn Opens PlacerGROWN Kiosk
- Placer County Wins Best of Show Award at State Fair
- New Cafe Opens in Tahoe City
- New Cider Company Brewing in Colfax
- Poor Red's Opens Steakhouse in Rocklin
- Fosco's Fine Italian Market To Expand
- EarthWorks Environmental Wins Pollution Prevention Award
- What's in Your E-Mail Newsletter?

Teleplan Serves Electronics Companies

Focused on the OEM (original equipment manufactured) market, Teleplan Roseville, part of Teleplan International, fixes computer equipment for blue chip companies such as Hewlett-Packard and Cisco. Teleplan's mission, according to its Web site, is to provide its customers with high-quality, low-cost, environmentally responsible repair and logistics, configuration and support services. The company is located in a 100,000 square foot facility on Washington Blvd. in Roseville and employees about 200. Teleplan International, based in Eindhoven, in the Netherlands, has about 2,000 employees in facilities across the U.S., Europe, and Southeast Asia. It provides services for the world's largest computer manufacturers and Fortune 500 companies. For more, visit Teleplan Roseville.

Go to top

Inventor Helps Those With MS

Lincoln resident William Elkins has invented a cooling vest and cap that lowers body temperature, a device that helps people with MS. Elkins has set up his own company, Bio-Cool Technologies, Inc. to market his invention. Elkins is the holder of 24 patents for inventions in restraint, heat transfer, solar energy conversion, food preservation, space suit components, and medical equipment. After graduating from college, Elkins served 10 years in the U.S. Air Force as a fighter pilot, and research and development officer. He developed an astronaut restraint system that led to his first patent. Elkins's professional stints include time at Lockheed, Lear Siegler Corporation, Hughes Aircraft Company, Advanced Protective Systems and Litton. In 1993, Elkins was inducted into the United States Space Foundation's technology Hall of Fame for the technology used in the vest and cap that now helps MS patients. Both cap and vest have direct applications for military personnel spending time in extreme heat. For more, visit the Lincoln News Messenger.

Go to top

Foresthill Chamber Launches New Website

Packed with local information, the new Foresthill Divide Chamber of Commerce Website includes information on upcoming Foresthill Divide events, addresses and phone numbers of local chamber member businesses, a schedule of community groups' meeting times, and even a current weather report. Visitors to the site's home page can click for information on recreation, community history, and visiting the area. The new Website, developed with the technical assistance of Terry Janosko, includes many photographs of local points of interest and events. Chamber director Larry Mobley, who is coordinating the Website, invites all local community organizations to submit event information to him for inclusion in the site's Community Calendar section. The site includes links to the California Welcome Center in Auburn, Tahoe National Forest, Foresthill Union School District, Foothill Farmers' Market, and Foresthill Historical Society, among many other sites. For more, visit the Forestill Chamber.

Go to top

Christian Science Monitor Profiles Sacramento Region

In July, the Christian Science Monitor profiled the Sacramento Region in a story entitled "California's New Economic Magnet," written by Mark Sappenfield. The story, which features Rick LaPado of Northrop Grumman and Mike Magown of Dovebid, highlights the Sacramento Region as a high-tech hub for firms fleeing Silicon Valley, creating what's called an incubator economy. The article notes that the Sacramento Region is becoming a safety net for a state concerned about losing businesses across state lines or the Pacific. Lower home prices and acres of open land, the article continues, have lured all kinds of companies, from large distributors to small-time manufacturers. More than a quarter of the businesses looking to move or expand to Sacramento come from the Bay Area, a twofold increase since 1999, the article notes. To read the whole story, visit the Christian Science Monitor. To learn more about the Sacramento Area Commerce and Trade Organization, visit SACTO.

Go to top

California Welcome Center Auburn Opens PlacerGROWN Kiosk

The new "Fresh Grown" kiosk at Auburn's Visitor Center will feature a different local farmer each week and provide information about farmers' markets, agriculture events, and local farmers and ranches that direct sell fresh fruit and vegetables. The first Farmers featured were J.R. and Claudia Smith, owners and operators of Blossom Hill Farm, an organic farm specializing in melons. The Smiths brought in samples of their fresh, juicy melons for patrons to try. PlacerGROWN, the center's kiosk partner, is a local organization that promotes the direct sales of wholesome fruits and vegetables in the county. The Mountain Mandarin Festival, November 20 and 21 at Auburn's Gold Country Fairgrounds, will celebrate the county's harvest season of mandarin oranges. The California Welcome Center Auburn (CWC) is located at 13411 Lincoln Way. For more information, visit the CWC or call (530) 887-2111. For more about locally grown mandarins, visit PlacerGROWN.

Go to top

Placer County Wins Best of Show Award at State Fair

Placer County's exhibit at the California State Fair this past summer received the Golden Bear, the Trophy handed out each year to the winner of the Best of Show Award. At an August 20 awards ceremony, Placer County also earned four other major awards that honor it for having the best craftsmanship; marketing; agricultural exhibit; and use of products, produce, and artifacts. The county's exhibit was a replica of a roadside fruit shed packed with many of the farm products grown and manufactured locally. The shed's walls were adorned with reproductions of historic fruit labels used by local growers. Since 1991, Placer County has received the Golden Bear five times. At this year's ceremony, it captured five of 13 major awards handed out by judges. For more, visit Placer County Exhibit and also visit Placer GROWN.

Go to top

New Cafe Opens in Tahoe City

Nanci and Bud Davis recently opened the Sawtooth Ridge Cafe in Tahoe City, at the site of the old Humpty's bar and club in the Trading Post Center. The cafe, which opened mid-July, is the couple's first venture into the restaurant business. Open for breakfast and lunch and hosted evening events, the cafe emphasizes fresh fruit, vegetables and a healthy living style, said Nanci, who hopes to eventually add a juice and smoothie bar. The breakfast menu features everything from a vegetable eggwhite frittata to a Far Eastern omelette with tofu, portabella mushrooms, cabbage and baby bok choy. The lunch menu includes an artichoke pesto melt on grilled foccacia and a chipotle chicken sandwich. The prices for most main menu items range from \$5 to \$10. The space can hold up to 100 people, for wedding receptions, recitals, community theater and other private parties. For more, visit the Tahoe World or call the Sawtooth Ridge Cafe at (530) 583-2880.

Go to top

New Cider Company Brewing in Colfax

Bruce Nissen and Shawn Deorsey are two new faces in town. They belong to men who are passionate about their startup business venture – The Fox Barrel Cider Company. Fox Barrel is slated to be the only micro-cidery in California and has all the makings of brewing one of the best hard ciders available on the market, they say. Nissen and Deorsey were looking for the perfect small town to set up their business. When they discovered Colfax, they knew they had found it. Fox Barrel Cider will produce three different types

of hard cider — Strong Cider, which is a traditional healthy style cider prevalent in the United Kingdom and was a popular early American cider. Their Modern Cider will have the characteristics of commercially available cider — similar in sweetness. Their Pear Cider has historical significance because of its early American roots. For more, visit the Colfax Record.

Go to top

Poor Red's Opens Steakhouse in Rocklin

Rocklin recently gained a new steakhouse, called Langhorne's, owned by Brian Newton, who used to work at fabled Poor Red's Bar-B-Q in El Dorado County. Langhorne's serves flame-grilled steaks, cooked to customers' specifications, beef tri-tip marinated in a special sauce, and pasta, soups, and salads. Newton has developed an extensive wine list that features wines from the local region. Located at 5050 Rocklin Road. Langhorne's occupies about 4,000 square feet, a quarter of which serves as a beer and wine bar. The restaurant is open for lunch Wednesday through Saturday, 11 a.m. to 3 p.m., and for dinner Wednesday through Saturday starting at 4:30 p.m. For more, call (916) 624-3446 or visit Langhorne's or visit the Sacramento Business Journal.

Go to top

Fosco's Fine Italian Market To Expand

Authenticity is the watchword at Fosco's Fine Italian Market, which opened to great success just a year ago in Granite Bay. For his market, owner Pasquale Fosco imports 95% of his goods from Italy and will soon open a small adjacent restaurant serving authentic Italian pizza. Fosco carries Italian meats, cheeses, pastas, sauces, desserts, appetizers, chocolate, condiments, oils, balsamic vinegars, and 130 Italian wines from all regions of the country. Mentored by a very experienced friend who owned a similar market in New York City for many years, Fosco avoided the product trial and error period that many new businesses like his have to go through, he said. He credits his immediate success to the winning combination of good products and good customer service -- treating his patrons like family. Located at 8405 Sierra College Blvd. in Granite Bay, Fosco's occupies 1,500 square feet, a space that will expand to 2,100 square feet when the new food service section opens, in late November or early December. Fosco runs the market with the help of five part-time employees and his wife, Ciliegia. For more, call

(916) 791-8225, fax (916) 791-8235 or send an email to Fosco's.

Go to top

EarthWorks Environmental Wins Pollution Prevention Award

EarthWorks Environmental of Roseville, a soil remediation and soil recycling company, has won a 2004 Business Environmental Resource Center (BERC) award for "Technology Application" in pollution prevention activities. Earthworks has developed an on-site soil bioremediation technology that cleans contaminated soil to levels acceptable for return to site instead of to landfill. Use of the technology eliminates the need for trucking contaminated soil long distances to landfill, thereby reducing diesel emissions. It saves money and uses green waste by incorporating it in the process. Every year BERC recognizes Sacramento Region businesses and agencies that have excelled in protecting the environment through pollution reduction or prevention. For more, visit EarthWorks Environmental.

Go to top

What's in Your E-Mail Newsletter?

In Progress Online (IPOL), our monthly economic development e-mail newsletter covers the latest news on Placer County business and industry. It reports on new projects in our cities and towns and keeps readers up to date on the state of the region's economy. IPOL posts news of state and local training, incentives, as well as loan programs that benefit business. It even provides links to more information on each item and news about your business is always welcome. Please send items, questions, comments or suggestions to the Office of Economic Development (OED) or visit the OED Web site. For past In Progress Online newsletters, go to Placer County Biz News.

Go to top

Copyright © 2004, Placer County. All rights reserved. Published monthly by County of Placer, Office of Economic Development, Address: 175 Fulweiler Ave., Auburn, CA

95603. Phone (530) 889-4016. http://www.placer.ca.gov/business/ Email: <a href="mailto:mailto

To subscribe send any message to join-in-progress@news.placer.ca.go



In Progress Online - December 2004

In This Issue

- Sierra College Offers New Fast Track Classes
- Kaiser Breaks Ground on Women & Children's Health Center
- Rocklin Gains Kia Dealership
- Lincoln Startup Company Attracts Investors
- Auburn Restaurant Re-Opens as Santorini Grille
- Historic Tahoe Resort Hosts Conferences, Meetings
- Bulgaria Beckons with New Sacramento Trade Link
- Snow Fun Abounds in Placer County
- Perspectives Newsmagazine Covers County's Art Scene
- Mandarin Events Spice Up Winter Months
- FTC Offers Free Courses to Small Business Owners
- What's in Your E-Mail Newsletter?

Sierra College Offers New Fast Track Classes

Sierra College's new AA One program offers flexible fast track paths to AA degrees in Business Administration and Liberal Arts majors. Most classes in both disciplines meet for one month, two times per week and two Saturday mornings. The advantages of the AA One program are many, says Stephanie Guevara, Dean of Sierra's Business and Technology Division: small class sizes, low tuition, convenient (most classes are held at the Roseville Gateway Campus, just off I-80 at Sunrise Ave.), and flexibility (students can stop if needed and start again later). Through AA One, students can complete an AA degree in 24 months, and coursework, in most cases, is fully transferable to CSU and other UC schools. Admission requirements are the same as for other community college degree programs. Registration for new AA One program students starts December 6th and classes start January 3, 2005. For more information and to schedule an appointment, call (916)781-6200. For more about Sierra College, visit their Website.

Go to top

Kaiser Breaks Ground on Women & Children's Health Center

Kaiser Permanente broke ground Monday on what will be the largest women and children's center of its kind in Greater Sacramento and the birthplace of an estimated 5,000 babies a year. The 174-bed Women & Children's Center is on the nonprofit healthcare organization's 50-acre medical campus at 1600 Eureka Road in Roseville. When completed in 2007, the four-story, \$150 million center will bring under one roof inpatient pediatrics, pediatric specialties, intensive neonatal care, and labor and delivery services. For more, visit the <u>Sacramento Business Journal</u>.

Go to top

Rocklin Gains Kia Dealership

A new Kia car dealership, owned by Kit and Lisa Kinne in partnership with the Lasher group, opened in October in Rocklin. The Lasher group also owns Dodge, Acura, Volkswagon, Isuzu, Audi, Chevy, Buick and Pontiac dealerships throughout the Greater Sacramento Area. Kia Rocklin occupies a 15,000-square-foot lot on Granite Drive. Kia is a Korean-manufactured car that first came to America in the early 1990s. The cars at Kia Rocklin range from about \$12,000 to \$28,000 depending on options Lisa said. Kia's best selling car is the Spectra, an economy sedan that starts around \$13,000. For more, visit the Placer Herald or Kia Rocklin.

Go to top

Lincoln Startup Company Attracts Investors

A firm founded by a Lincoln inventor, Bill Elkins, received \$500,000 even before it opened. The company, BioCool Technologies, started operations in October at the McClellan Technology Incubator with backing from a group of Midwest investors. Elkins has designed body-cooling devices used by astronauts, soldiers, and athletes, and a cooling helmet for treating victims of strokes and head trauma. Lately, he's developed a

product to help soldiers fighting in hot climates -- a vest and headliner that circulates coolant around the body while also providing a source of fresh drinking water. Elkins expects to have a prototype ready in three months and to be in production in six months. His investors have promised to contribute an additional \$1.5 million once orders start flowing and another \$1.7 million in the future. For more, visit Sacramento Area Regional Technology Alliance SARTA.

Go to top

Auburn Restaurant Re-Opens as Santorini Grille

Pete Makhoul, owner of the former Kabob House in Auburn, has re-opened the restaurant, located at 359 Nevada Street as Santorini Grille. With the new name comes a new look, new hours, and a new expanded menu that includes appetizers, salads, sandwiches, pizza, pasta, seafood, steak, vegetarian, low-carb, desserts, and domestic and imported beer and wine. The restaurant also offers catering for events of all sizes. Makhoul has been in the restaurant business for 18 years. For more, visit <u>Santorini Grille</u>, e-mail <u>Pete Makhoul</u> or call (530) 889-0399.

Go to top

Historic Tahoe Resort Hosts Conferences, Meetings

Granilibakken Resort and Conference Center, on Tahoe's west shore, is the site of a ski area whose history goes back to the early 20th century. By the 1920s, snowplay and skiing were popular activities at what was dubbed "Olympic Hill," near today's Granlibakken. In 1932, the United States Skiing Championships were held at Olympic Hill, and, as home to the Lake Tahoe Ski Club, the hill and lodge became known as a friendly and well run resort. Current Granlibakken owner Bill Parsons has kept the ski hill open and in winter offers downhill or cross-country skiing, snowboarding, and snowplay. The resort offers special winter conference packages that include lodging, three full meals a day, and state-of-the-art meeting facilities for four to 400 people. For more, visit Granlibakken Resort.

Go to top

Bulgaria Beckons with New Sacramento Trade Link

The Republic of Bulgaria has chosen Sacramento as home for a new honorary consulate office, and a local expert in international trade, Brooks Ohlson, as its honorary Consul General. Ohlson is also executive director of the Northern California World Trade Center in Sacramento. His primary duty as honorary consul general will be to promote trade. He expects to lead a delegation of companies to Bulgaria within a few months, and he'll host visiting Bulgarian delegations. Bulgaria holds opportunities for various Northern California industries, he said, especially medical, environmental, renewable energy, agribusiness, academics, and consumer goods such as wine, clothing, and cosmetics. The Northern California World Trade Center was formed in 1996 to expand the region's international trade opportunities. For more, visit the Sacramento Business Journal or the Northern California World Trade Center

Go to top

Snow Fun Abounds in Placer County

There's no better place for playing in the snow than Placer County, says California Welcome Center Auburn's executive director Cynthia Haynes. Thanks to bountiful winter snowfall, the county has it all, she says: snowboarding, snowmobiling, snowshoeing, ice skating, sleigh riding, sledding, tobogganing, snow play, and, of course, downhill, telemark, and cross-country skiing. For instance, China Wall, located 14 miles east of Foresthill, is a free recreation site that features a large area for cross-country skiing, snowmobiling, and family snow play. A number of areas along Interstate 80 are easily accessible for snow recreation with a Sno-Park permit. The Sno-Park program is a safe, low-cost way for families to enjoy the snow, Haynes said. To learn more about Sno-Parks and Sno-Park passes, and other winter recreation, call the California Welcome Center Auburn (CWC) at (530) 887-2111 or visit the CWC.

Go to top

Perspectives Newsmagazine Covers County's Art Scene

Placer County's rich array of visual and performing arts gains visibility through Perspectives, a bi-monthly newsmagazine published by the Arts Council of Placer County. Perspectives includes artist profiles, school arts news, performance reviews, and an extensive calendar of events. The November-December issue, with a cover by North Tahoe artist Deanna DiGrande, features articles on the Auburn Community Band, Colfax artist Dustin Rankin, a children's drama coaching group, and the revival of Auburn's old State Theater as an art film venue. It also includes an essay by well-known journalist Janis Dice, who recently won an Arties Award, presented by the arts council, for artistic excellence in Literary Arts. Perspectives will soon be available online. For a copy of the current issue, call the Arts Council of Placer County at (530) 885-5670 or e-mail us. For more, visit the Arts Council of Placer County.

Go to top

Mandarin Events Spice Up Winter Months

In December, Mountain Mandarin Magic, a tour of Placer County's mandarin orange orchards, will be held every Saturday and Sunday, 9 a.m. to 4 p.m. On the tour, 18 growers will offer mandarins for purchase by the bag, basket, or box, as well as persimmons, navel oranges, winter squash, Meyer lemons, kiwi, pomegranates, walnuts, pears, apples, and honey. Some orchards will be selling holiday decorating materials, such as dried grape vines and pine cones, and gift-appropriate artwork by Arts Council of Placer County member artists. Mandarins took center stage at the Mountain Mandarin Festival, held in Auburn November 20 & 21, an event that launches the county's mandarin orange harvest season. For more, call (916) 663-0689 or visit Mountain Mandarin Festival.

Go to top

FTC Offers Free Courses to Small Business Owners

The Federal Technology Center (FTC) is a not-for-profit public benefit corporation that promotes economic development in California by teaching small businesses how to sell their products or services to the government (federal, state, and local). The federal government spends more than \$500 billion on goods and services every year, the FTC works to increase the potential of these dollars being brought to California. To learn more about December and January 2005 classes, visit the FTC or call 866-382-7822 toll free. To learn more about how The FTC can help small businesses in your area, contact Jack Toney, Director of The FTC's Procurement Assistance Center.

Go to top

What's in Your E-Mail Newsletter?

In Progress Online (IPOL), our monthly economic development e-mail newsletter covers the latest news on Placer County business and industry. It reports on new projects in our cities and towns and keeps readers up to date on the state of the region's economy. IPOL posts news of state and local training, incentives, as well as loan programs that benefit business. It even provides links to more information on each item and news about your business is always welcome. Please send items, questions, comments or suggestions to the Office of Economic Development (OED) or visit the OED Web site. For past In Progress Online newsletters, go to Placer County Biz News.

Go to top

Copyright © 2004, Placer County. All rights reserved. Published monthly by <u>County of Placer</u>, <u>Office of Economic Development</u>, Address: 175 Fulweiler Ave., Auburn, CA 95603. Phone (530) 889-4016. http://www.placer.ca.gov/business/ Email: <a href="mailto:mailt

To subscribe send any message to join-in-progress@news.placer.ca.go